



Newsletter April 2022

Focus on FinTech in Germany

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INTERVIEW



Picture: Mélanie Keita and Jochen Biedermann, our managing partner. With courtesy of Melanin Kapital.

Interview with [Mélanie Keita](#), the co-founder of [Melanin Kapital](#), on her experience with the [Techstars Berlin Accelerator](#)

[Melanin Kapital](#) is one of eleven startups that made it into the April cohort of the [Techstars Berlin Accelerator](#). [Techstars](#) has announced [you](#) as an “Investment Marketplace For African MSMEs.” What are your targets for Melanin Kapital?

Mélanie: Melanin Kapital aims at becoming the first securitization and investment platform financing African SME's equipment needs. We remain sector agnostic but focus on the asset financing vertical allowing our investors in the platform to access high-yield asset-backed investment products while providing on the SME side flexible and non-dilutive low-cost capital.

What is your experience of the first weeks in the Techstars program? Would you recommend it to other founders?

Mélanie: It is a fantastic program, very hands-on and practical program where you have the opportunity to really rethink and reshape your business towards success. The first month focused on mentorship allowed us to meet more than 120 mentors, providing us a lot of feedbacks and food for thoughts and ultimately pivot our business. The next months will be focused on execution and fundraising, guided and supported by the Techstars team who provides continuous support and guidance to our team. The fact that the program is mainly in person, helps to build stronger relationships with the other entrepreneurs of the cohorts and the wide network of mentors and investors of the Techstars program. I highly recommend it to other founders!

FinTech Consult has advised the Melanin Kapital leadership team since August 2020. Furthermore, Melanin Kapital is a member of the German [SDG FinTech Initiative](#).

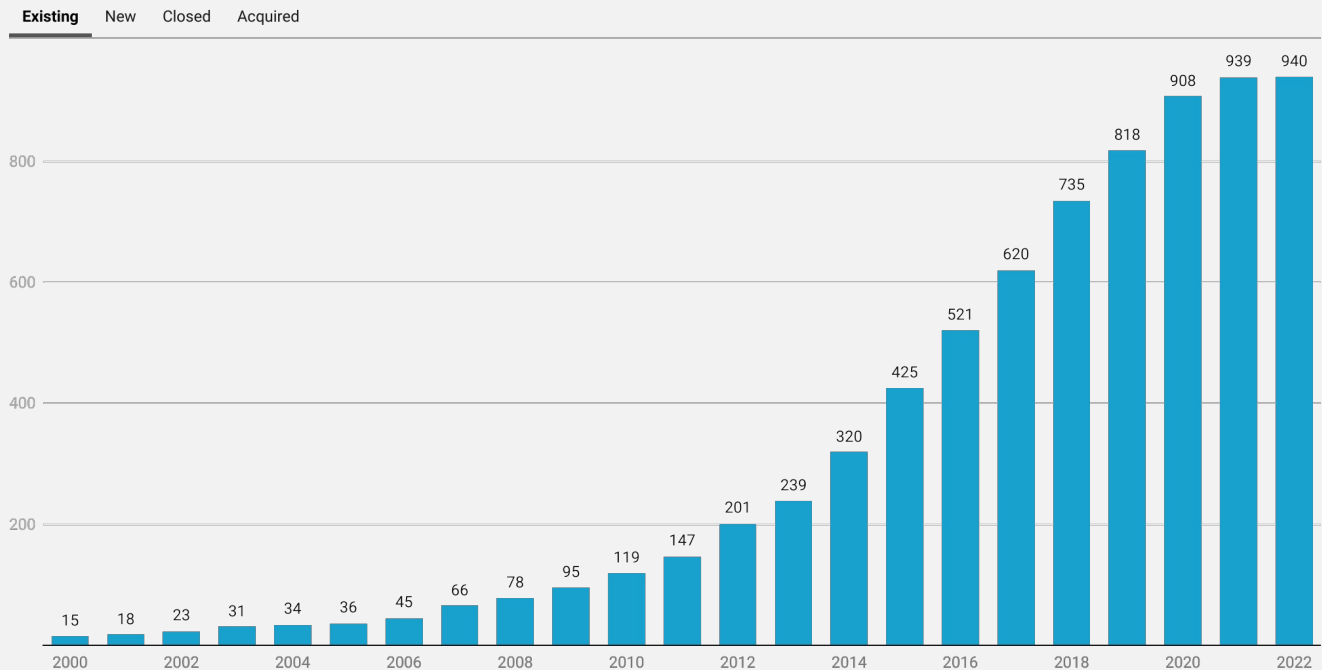
STATISTICS

Our German FinTech database comprises 1 047 startups in total, including closed ones.

► [View the complete list of FinTechs](#) and our [interactive map](#), with all details.

A decade of solid ecosystem growth appears to be coming to an end. In 2021, 62 new FinTechs were still founded, but 31 also were closed and 21 acquired. In the first quarter of 2022, five new FinTechs were offset by four closed and three acquired.

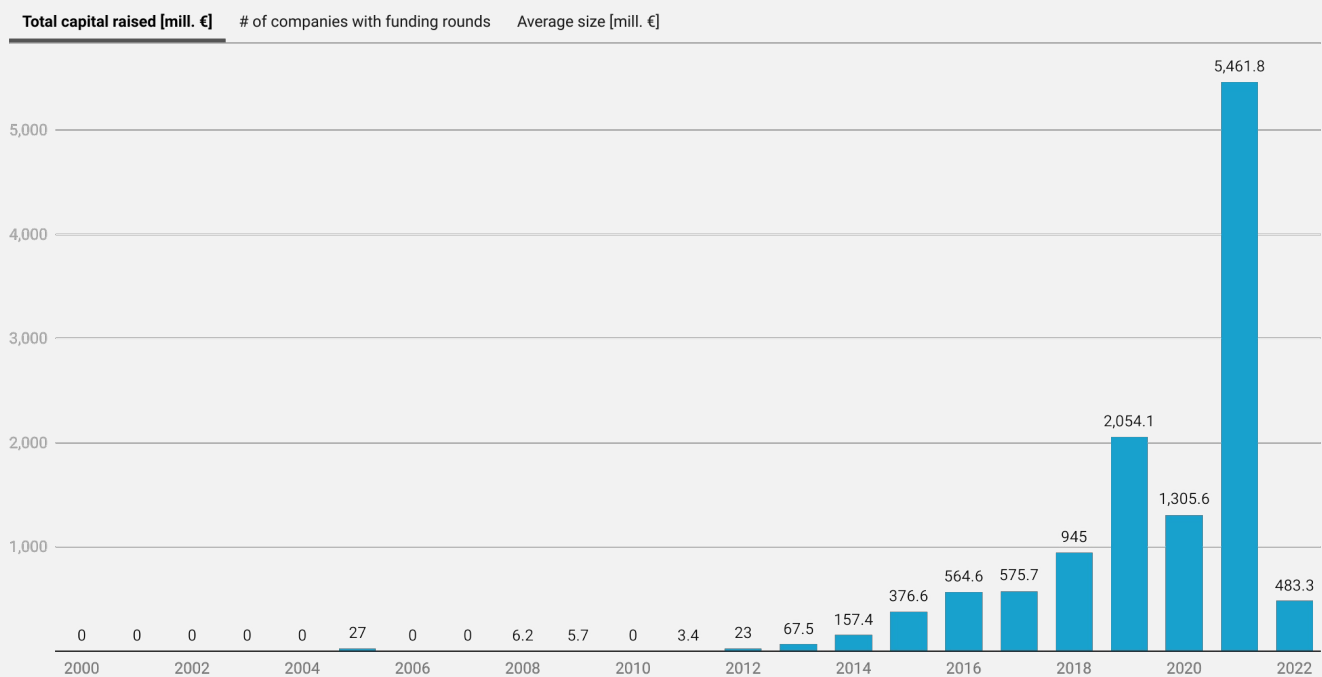
FinTech Companies in Germany



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Chart: Data as of 19 April 2022. • Created with Datawrapper

After an exceptional 2021 with record funding volumes of €5.5 billion, 2022 got off to a much slower start. German FinTechs have raised €0.5 billion so far.

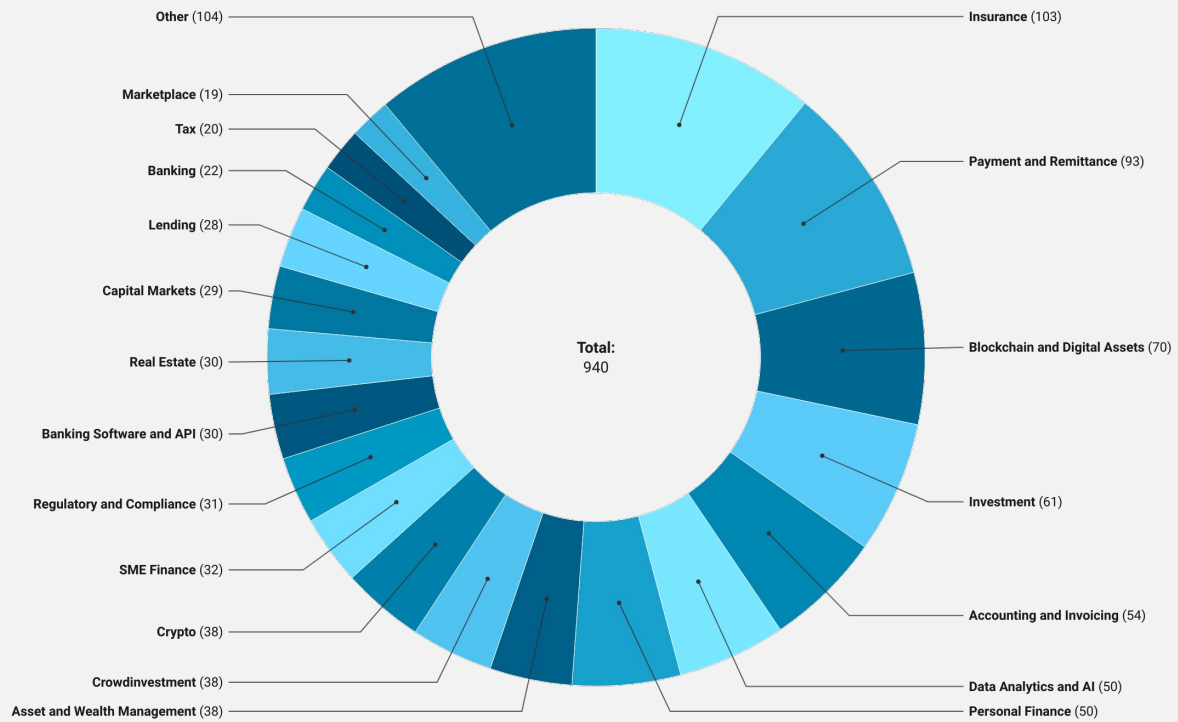
Funding Rounds of German FinTech Companies



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Chart: Data as of 19 April 2022. • Source: Bundesanzeiger • Created with Datawrapper

Insurance has become the dominant FinTech vertical in Germany, followed by Payment & Remittance and Blockchain & Digital Assets.

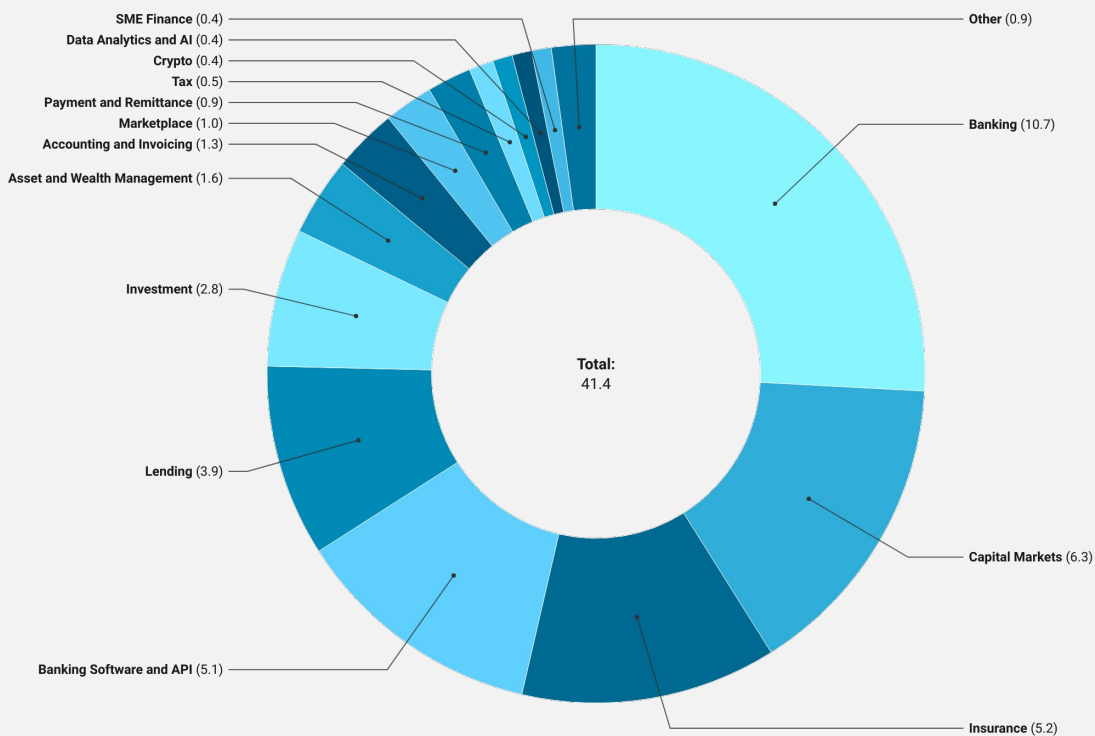
Categories of German FinTechs



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 Chart: Data as of 19 April 2022. • Created with Datawrapper

Banking is still the FinTech vertical with the highest ecosystem valuation of €10.7 billion, driven by the leading German FinTech unicorn N26. Capital Markets follows with an accumulated valuation of € 6.3 billion, mainly based on the success of Trade Republic.

Valuation of German FinTech Ecosystem [in billion €]



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 Chart: Based on the most recent valuations of 113 FinTechs, including market caps of listed companies, as of 19 April 2022. • Created with Datawrapper

German FinTech Unicorns

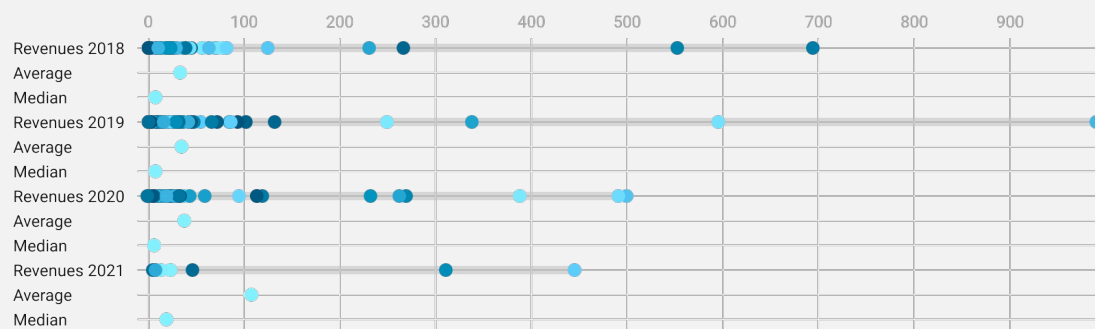
Name	Founding year	Category	Most recent valuation [€ million]
N26	2013	Banking	8,000
Mambu	2011	Banking Software and API	4,900
Trade Republic	2015	Capital Markets	4,340
wefox	2015	Insurance	2,700
Hypoport	2001	Lending	2,050
flatexdegiro	1999	Capital Markets	1,880
Solarisbank	2016	Banking	1,400
SellerX	2020	Investment	1,400
Scalable Capital	2014	Asset and Wealth Management	1,300
Grover Group	2015	Marketplace	920
Clark Germany	2015	Insurance	900

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Table: As of 19 April 2022. • Created with Datawrapper

Revenue growth significantly accelerated in 2021, at least for the few FinTechs which have already reported their financials.

German FinTech Revenues [in million €]

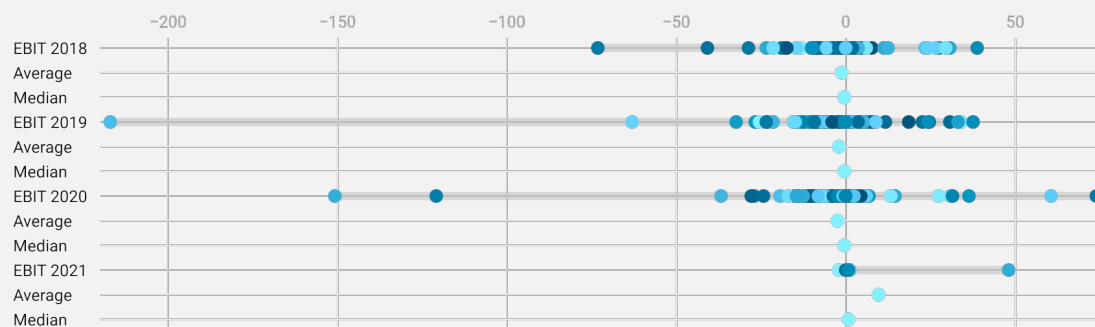


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Chart: Based on the published results of 110 FinTechs, as of 19 April 2022. • Source: Bundesanzeiger • Created with Datawrapper

Average and median EBITs are positive in 2021 for the first time.

German FinTech EBIT [in million €]



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Chart: Based on published results of 308 FinTechs, as of 19 April 2022. • Source: Bundesanzeiger • Created with Datawrapper

- [View our complete statistics for Germany](#) (for our Silver and Gold subscribers only)
- [Download our research reports](#) for various FinTech ecosystems, including Germany (some reports for Gold subscribers only)

NEWS



[Our partners jointly visited the leading startup hubs in Kigali](#)

After meeting our Rwandese partner Yan Kwizera and jointly visiting the Westerwelle Startuphaus Kigali, our managing partner Jochen Biedermann gave a welcome statement at a pitch meeting at Africa's largest hub for entrepreneurs, [Norrskén East Africa](#), on March 24.

► [Read More](#)

EVENTS IN GERMANY

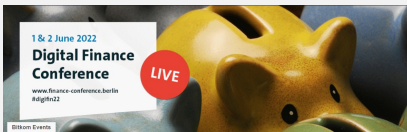


[Finance Forward-Konferenz 2022](#)

Finance Forward will bring together the most exciting minds in the new world of finance.

Messehallen Hamburg, Germany. May 18.

► [More information](#)



[Digital Finance Conference](#)

Join us live in Berlin, Germany's capital of Tech, to celebrate the thriving financial ecosystem with world-renowned national and international FinTechs and InsurTechs, established players, regulatory experts, and political decision-makers.

Cafe Moskau, Berlin, Germany. June 01+02.

► [More information](#)



[BaFinTech 2022](#)

The conference will focus on current issues relating to the digitalization of the financial industry and financial technology innovations. In partnership with the German Bundesbank.

WECC, Berlin, Germany. May 18+19.

► [More information](#)



[FinTech Week 2022](#)

The visitors of the Fintech Week can look forward to exciting discussions, interesting impulses, and well-founded expert lectures. For one week, #fwhh22 is the umbrella for a wide variety of events: from meet-ups and workshops to inspiring keynotes and in-depth discussions.

Hamburg, Germany. September 26-30.

► [More information](#)

► Please check our [list of major FinTech events in Germany](#), [Berlin](#), [Stuttgart](#), and all [FinTech events in Frankfurt Rhein-Main](#).

INTERNATIONAL EVENTS



[Arab FinTech Forum](#)

The Arab Fintech Forum (#ArabFTF) addresses the challenges and opportunities of the global fintech ecosystem.

We are again a sponsor of the event.

Voco Hotel by Intercontinental, Riyadh, Saudi Arabia. October 10.

► [More information](#)

► Please visit our [list of major international events](#).

ABOUT FINTECH CONSULT

We are an [international team](#) of FinTech founders, experts & investors from various cities in Asia, Europe, and Africa. All our partners are FinTech founders, investors, or experts and have an excellent knowledge of their local ecosystems. We support FinTech companies in raising capital and expanding globally. We do so by providing research & market studies. And we introduce them to investors, clients, partners, and peers. We bring corporates together with FinTech companies in the most innovative cities worldwide. We support you in scouting for innovation and managing your digital transformation process.



OUR SERVICES



FOR FINTECHS:

- Market entry advice
- Global expansion support
- Mentoring and coaching
- Stakeholder organization

FOR FINANCIAL CENTERS:

- Financial center development
- FinTech ecosystem development mapping & advice
- International marketing and networking
- Organization of innovation tours

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